



CSL/2023-24/140
3rd August, 2023

To, BSE Limited Corporate Relationship Department 1 st Floor, New Trading Ring Rotunda Building, P J Towers Dalal Street, Fort, Mumbai – 400001. Scrip Code :532443 Scrip ID: CERA	To, National Stock Exchange of India Limited Exchange Plaza Bandra Kurla Complex Bandra (East) Mumbai – 400051. Scrip Code: CERA
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Dear Sir/Madam,

Sub: Board Meeting Outcome – Investor Communication

Please find enclosed herewith Investor Communication released after the conclusion of Meeting of the Board of Directors of the Company held on 03.08.2023, in which Standalone and Consolidated Unaudited Financial Results for the quarter ended 30.06.2023 were considered and approved. The results have also been submitted to Stock Exchanges.

Kindly take the same on your records.

Thanking you,
For Cera Sanitaryware Limited,

Hemal Sadiwala
Company Secretary
Encl: As Above

Cera Sanitaryware Limited

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CIN No. : L26910GJ1998PLC034400



CERA

Q1 FY24 Investor Communication

CERA Sanitaryware announces Q1 FY24 Results:

Q1 FY24 Revenue stood at Rs. 4272 million

EBITDA for the quarter amounted to Rs. 842 million

PAT for Q1 FY24 stood at Rs. 564 million

Ahmedabad, August 3rd, 2023: Cera Sanitaryware Limited (CERA), India's premier sanitaryware, faucetware, and wellness Company, today announced its standalone and consolidated financial results for the quarter ended June 30, 2023.

Financial Highlights – Q1 FY24

Particulars	Q1 FY24	Q1 FY23	Growth
Standalone in INR million except EPS			
Revenue from Operations (Net of Taxes)	4272	3,958	7.9%
EBITDA (Excluding Other Income)	685	612	11.9%
<i>% of sale</i>	16.0%	15.5%	50 bps
PAT	564	396	42.3%
<i>% of sale</i>	13.2%	10.0%	320 bps
EPS Diluted	43.35	30.47	42.3%

CMD's Message

Commenting on the performance, **Mr. Vikram Somany, Chairman & Managing Director**, said,

"We are pleased to report increased profitability in our performance in Q1FY24, enabling us to begin FY24 on an encouraging note. During the quarter gone by, our revenues were higher by 7.9% and PAT higher by 42.3% on a year-on-year basis. Notably, our sanitaryware and faucetware divisions, which made up 53% and 35% of our Q1FY24 revenue respectively, witnessed a 7% and 8% year-over-year growth.

As part of our ongoing efforts to drive an improved product mix, we have successfully launched new products over the past three years, contributing 29% to the Q1FY24 turnover. These endeavors, combined with our unwavering focus on enhancing productivity and implementing effective cost optimization measures, have led to elevation of our EBITDA and PAT margins.

Furthermore, we have made remarkable progress in our initiatives aimed at solidifying our business performance. Our retailer loyalty program has witnessed substantial growth, with over 1.85 lakh invoices uploaded by more than 15300 retailers, providing us with valuable data and insights into end consumer buying patterns. Additionally, as of June 30, 2023, our cash and cash equivalents stood at Rs. 755 crore.

Moreover, we are at the cusp of commercial production of the expanded production capacity and capabilities of our faucetware division. Additionally, we have made significant headway in the due diligence process for a land parcel for our greenfield Sanitaryware facility.

Looking ahead, we hold a strong belief that our diverse product offerings, expansive distribution network, well-established brand recognition, robust financial position, and expansion strategies will pave the way for us to achieve sustained growth in our core business segments. With a positive trajectory and a determined focus on key objectives, we are well-positioned to capitalize on the numerous growth opportunities that lie ahead."

- ENDS -

For further information, please contact

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